

Hospital Profile: BERKSHIRE MEDICAL CENTER

Pittsfield, MA
Berkshire Health Systems
Teaching Hospital
Berkshires Region

Berkshire Medical Center is a non-profit, acute care teaching hospital. It is a mid-size hospital in Massachusetts, with 196 staffed beds. It is located in the Berkshires region and represents 58% of all acute hospital staffed beds in the region. It is a member of Berkshire Health Systems, and is a teaching hospital of the University of Massachusetts Medical School. Berkshire Medical Center qualifies as a Disproportionate Share Hospital (DSH), as more than 63% of its gross patient service revenue is derived from government programs.

PATIENTS Fifty-three percent of all inpatient cases treated at Berkshire Medical Center are from Pittsfield.

INPATIENT SERVICES Compared with the other teaching hospitals, Berkshire Medical Center treats a greater proportion of mid-severity cases. In FY12, it accounted for 77% of all inpatient discharges from acute hospitals within the Berkshires region. Of note, based on its most common FY12 inpatient cases (DRGs), Berkshire Medical Center treated 100% of Alcohol & Drug Dependence with Rehabilitation cases, 100% of Rehabilitation cases, and 99% of Drug & Alcohol Abuse or Dependence (left against medical advice) cases treated at acute hospitals in the Berkshires.

FINANCIAL PERFORMANCE Berkshire Medical Center's total revenue in FY12 was \$368 million. Its FY12 public payer mix was 68%, higher than the average teaching hospital. Berkshire Medical Center's FY12 inpatient cost[†] per case mix adjusted discharge was \$10,221, which was approximately 1% higher than the average teaching hospital. Berkshire Medical Center's CY12 average commercial payer price level was at the 81st percentile, the highest among all teaching hospitals. It earned a surplus of \$43.4 million (11.8% total margin) in FY12, the highest in the FY08 to FY12 period, and it earned a surplus each year except for FY09.

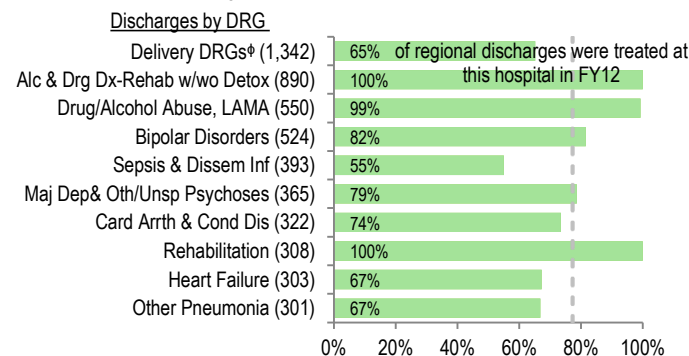
AT A GLANCE

TOTAL STAFFED BEDS: 196, mid-size acute hospital
% OCCUPANCY: 89%, 2nd highest in cohort (avg. 74%)
TOTAL REVENUE in FY12: \$368 million
PUBLIC PAYER MIX: 68% (DSH* Hospital)
SPECIAL PUBLIC FUNDING: ICB⁹
TAX STATUS: Non-profit

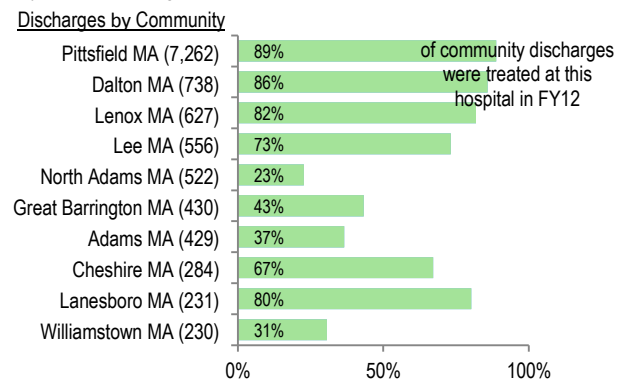
TRAUMA CENTER DESIGNATION: Adult: Level 3
CY12 COMMERCIAL PAYER PRICE LEVEL: 81st Percentile
CASE MIX INDEX in FY12: 0.98, < cohort avg. (1.01); < statewide (1.06)
INPATIENT:OUTPATIENT REVENUE in FY12: 40%:60%
TOTAL MARGIN in FY12: 11.8% (\$43.4 million)
CHANGE in OWNERSHIP (FY08-FY12): Not Applicable

SERVICES

What were the most common inpatient cases (DRGs) treated at the hospital?
What proportion of the region's cases did this hospital treat for each service?

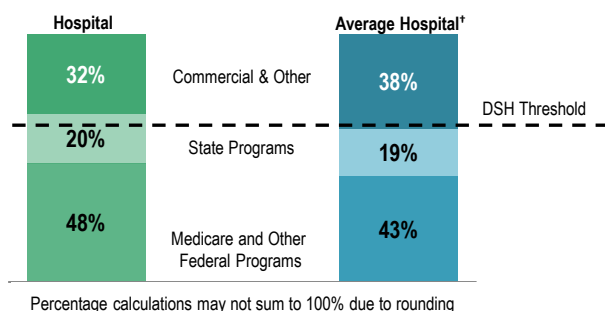


Where did most of the hospital's inpatients reside? What proportion of each community's total discharges were attributed to this hospital?



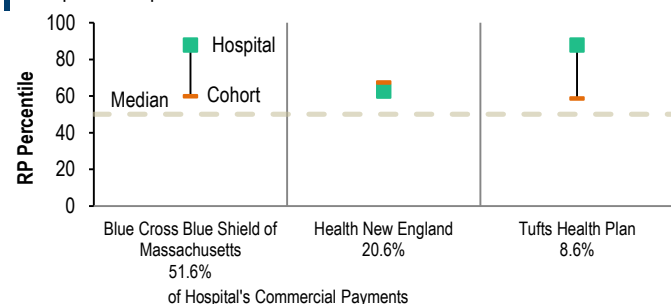
PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY12, and how does this hospital compare to the average acute hospital's payer mix?



Percentage calculations may not sum to 100% due to rounding

What were the hospital's CY12 payer-specific relative price levels for its top three commercial payers? How does this hospital compare to the average hospital in its peer cohort?



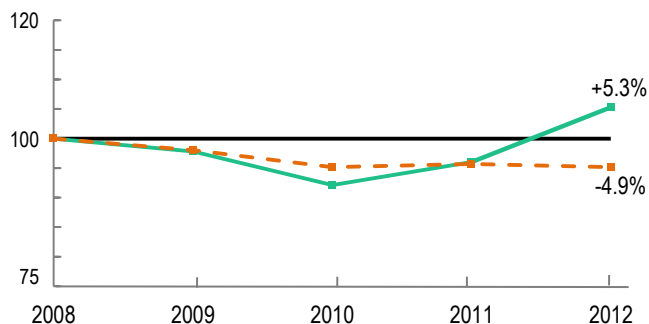
For descriptions of the metrics, please see Technical Appendix.

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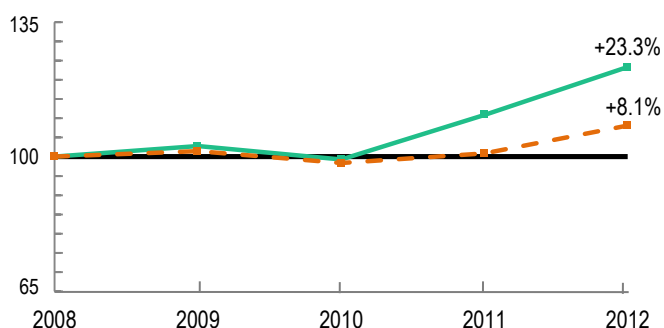
Cohort: Teaching Hospital

UTILIZATION TRENDS

How has the volume of the hospital's inpatient discharges changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

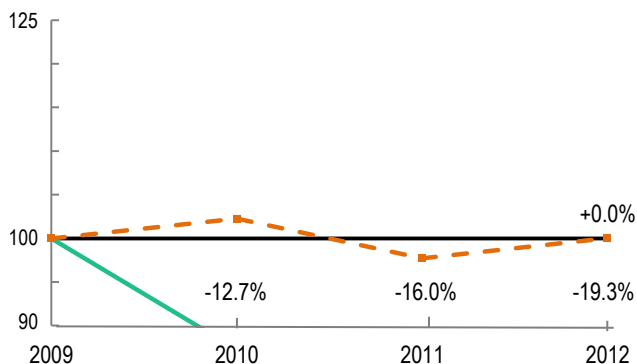


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

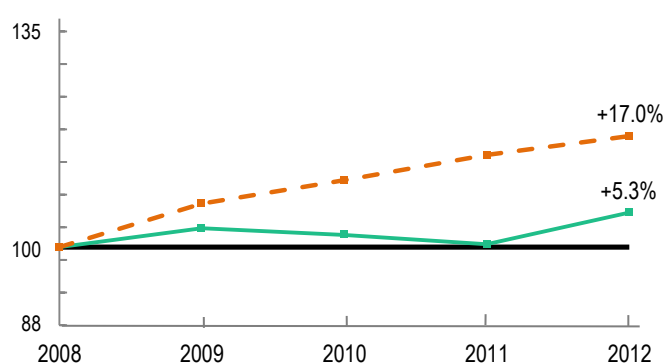


COST TRENDS

How has the hospital's inpatient cost[†] per case mix adjusted discharge changed compared to FY09, and how does this hospital compare to the average hospital in its peer cohort? (FY09=100)



How have the hospital's total outpatient costs changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

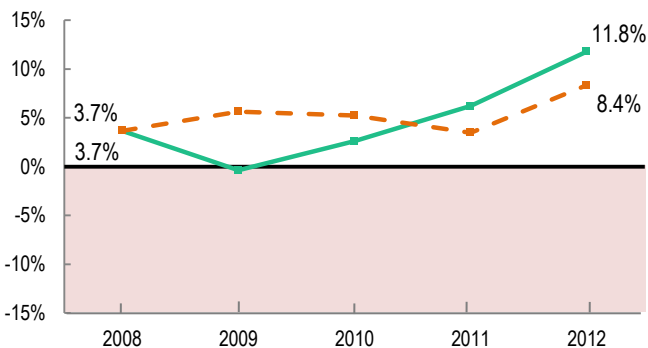


FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY08 and FY12?

Revenue, Cost & Profit/Loss (in millions)					
FY	Total Revenue	% Change	Total Cost	% Change	Total Profit/Loss
2008	\$325		\$313		\$12.0
2009	\$329	1.1%	\$330	5.3%	(\$1.2)
2010	\$316	(3.9%)	\$308	(6.8%)	\$8.3
2011	\$339	7.2%	\$318	3.3%	\$21.0
2012	\$368	8.6%	\$324	2.1%	\$43.4

What was the hospital's total margin between FY08 and FY12, and how does this compare to the median of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

[‡] Costs were adjusted to exclude direct medical education costs and physician compensation.

^{*} Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.

[§] For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS.)

[¶] Delivery DRG includes Cesarean and Vaginal Deliveries, and Neonate DRG.

[†] Average Hospital does not include Specialty hospitals.

For more information, please contact:

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